

Message Text

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C O N F I D E N T I A L MOSCOW 12231

COMMERCE FOR BEWT/BOWDEN

E.O. 11652: GDS

TAGS: ETRD ETRN UR

SUBJ: U.S.-SOVIET AVIATION DEVELOPMENTS IN LOCKHEED'S VIEW

REF: MOSCOW 7471

1. LOCKHEED INTERNATIONAL PRESIDENT PRILL CALLED ON AMBASSADOR AUGUST 8 TO DISCUSS IMPRESSIONS RECEIVED DURING HIS CURRENT VISIT TO MOSCOW. PRILL AND SIX OTHER COMPANY REPRESENTATIVES, INCLUDING CHIEF TEST PILOT DONALD R. SEGNER, HAVE BEEN CONTINUING NEGOTIATIONS DESCRIBED REFTEL.

2. STRUCK BY WHAT HE PERCEIVES AS PERSISTENT SOVIET MISUNDERSTANDING OF USG POSITION ON COOPERATION BETWEEN US AND SOVIET AVIATION ORGANIZATIONS, PRILL COMMENTED THAT SOVIETS APPEAR TO HAVE INTERPRETED APRIL 26, 1974 LETTERS FROM RAUER MEYER AND SUBSEQUENT LETTERS FROM BOWDEN (COPIES OF WHICH SOVIETS APPEAR TO HAVE OBTAINED FROM SOV EMB WASHINGTON) AS INDICATING GENERAL RELUCTANCE USG PERMIT COOPERATION WITH USSR IN AVIATION FIELD. PRILL SPECULATED THAT LOCKHEED'S COMPETITION MAY HAVE GIVEN COPIES OF LETTERS TO SOV EMBASSY.

3. PRILL AND COLLEAGUES ARE CURRENTLY NEGOTIATING PROTOCOL
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TO SCIENTIFIC/TECHNOLOGICAL COOPERATION AGREEMENT SIGNED

LAST JANUARY. IF APPROVED BY FIRST DEPUTY MINISTER KADYSHEV OF AVIATION INDUSTRY AND MINISTRY OF CIVIL AVIATION, THIS PROTOCOL WOULD PROVIDE FOR A THREE-MONTH STUDY PROGRAM TO INCLUDE A ROUTE STUDY OF AEROFLOT UTILIZATION OF SOVIET CIVIL AIRCRAFT, A COST/BENEFIT ANALYSIS OF L-1011 TRISTARS ON SUITABLE AEROFLOT ROUTES AND A US MARKET ANALYSIS OF SOVIET MI-6 AND MI-8 HELICOPTERS. PRILL COMMENTED THAT LOCKHEED IS READY TO PAY DOLS 50,000 FOR OPTION TO SELL THESE HELICOPTERS IN US AND HAS OFFERED TO COMPLETE REMAINDER OF STUDY PROGRAM FOR DOLS 450,000.

4. A FEW DAYS AGO, ACCORDING TO PRILL, HE AND COLLEAGUES WERE GIVEN TOUR OF AVIAZAGRANPOSTAVKA'S NEW MAINTENANCE FACILITY WEST OF MOSCOW. THIS COMPLEX INCLUDES 80 THOUSAND SQUARE METER WAREHOUSE, WITH PARTS INVENTORY MAINTAINED BY COMPUTER, AND IS INTENDED TO SERVE SOVIET-MADE AIRCRAFT UTILIZED BY FOREIGN PASSENGER AIRLINES AS WELL AS SOVIET CIVILIAN AND MILITARY AUTHORITIES (SPECIALIZED AIRCRAFT SUITABLE FOR MILITARY PURPOSES ONLY ARE APPARENTLY NOT SERVICED HERE). LOCKHEED GROUP WAS INTERESTED TO NOTE THAT INVENTORY CONTROL FOLLOWS WESTERN PRACTICE OF CLASSIFYING PARTS AS REPAIRABLE, ROTABLE OR DISPOSABLE, AND WAS IMPRESSED BY APPARENT EFFICIENCY AND SIZE OF COMPLEX.

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